· •	•		•				• •	•
Case 1:07-c			-KNF	Doc	umer	t 28-18	Filed 06/02/2008	Page 1 of 17
	Future Year Pipeline Probability			· · · · ·				
	Future Year			, .				
	BW 2002 Full Year Plan	(15,018)	(21,084) 108 (20,084)	(2,874) (12,732) 15,058	(348)	(36,820)		
	2002 Full Year Plan	49,000	49,000	14,000 14,000 000,41	42,000	140,000		
	2002 Full Year Forecast	33,982	27,916 108 28,075	11,326 1,268 29,058	41,652	103,180		
MARY	Bal Of Cur Year Probability Weighted Pipeline	14,251	3,159 110 3.268	822	22,014	39,533		
REVENUE & PIPELINE SUDMOARY AS OF 15-MAY-2002 EUROS IN 000'S GLOBAL MEDIA-(1)	Balance Of Current Year Thru 12/31 Pipeline	75,153	19,996 1,096 21,092	3,287	41,150	138,481		
	May Franchise Revenue		15,215			46,245 Apple 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9		
FRANCHISE	B/W PRIOR YTD Franchise Revenue	(1,146)	(615) (19) (633)	5,151 1,286 7,866	14,286	12,027 Transport for bo		
	Prior YTD Franchise Revenue	20,877	10,157	5,353	£,353	36,406		
	YTD(Apr) Franchise Revenue	19,730	9,543 (1) 9,542	10,504 1,268 7,866	19,638	48,432		
	Apr Franchise Revenue	823	1,998	410 141 2,139	2,690	5,394 the basis of sec	years	
	PRODUCT	M&A Other Advisory Total Advisory Products	ECM Restricted Securities/PPE Total Equity	HY Bonds Bonds IG Leveraged Loans Project Finance Advisory	Total Debt NIM(2) Other	Total CF Ravenue Notes: 1) Deals are included within the group on	2) NIM on Hold Portfollo excluded 3) Balance of Pipeline includes all future years	

PRODUCT	DEAL	Franchise Revenue Apr	Franchise Revenue YTD(Apr)	Franchise Revenue May	Other Coverage Groups
	Alibritton Communications - General Advisory (News Ch 8) (D020686) Aurora Communications - general advisory (D012868) Bertelsmann - Project Rock / Rock (D014619) Echostar - General Advisory (Vivendi) (D016541) Echostar - acqn advisory and financing (GM - HE) (D014601)	E . 6	1,11 1,032 2,010 8,686 (145)		NA Lev Fin None None . None .
	Gazzprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) Impressa/Cofina - pot merger of impressa w/ Investec (Ice Cube) / Ioc cub (D015714) Landmark Communications - general advisory(Retainer 2001-02) (D014724) ProSleben - merger advisory with Kirch Media (Plt Concordia) / Concord (D014982) Scientific Atlanta -acquisition of Barconal-Project Baseball / Baseball (D013401) TWP Worldwide - Project University / University 1 (D013407)	2,367	2,367 75 72 525 1,521 1,810 89		EUR TECH, Rus, &Turk. Oth. Eur., PORTUGAL None EUR TECH FOR TECH None None LA
Total M&A	Forcoul Italia Mobile - MoA - Project Eriel (Elifel (DU14121)	823	1,578		EUR TELE, ITALY, LA
Total Advisory Products		823	19.730		
	AMC Entertainment - acq financing for General Clnema (D013388) Adelphia Communications - HY Offering (2Q 01) (D013200) Echastar - HY offering (Hughes Electronics) (D016727) Entercom Communications - HY offering (1Q 02) (D020688) Galaxy, Latin America - HY bord offering (1Q 01) (D002033)	399	462 68 399 1,017		NA FIN SPO NA TELE NA SPON None LA
	Figure 3. Addition of the Control of		4,864 (89) 1,206 528 544		NA FIN SPO, NA Lev Fin None None None None
Total HY Bonds		410	10.504		
	AOL Time Warner inc IG Bond. (M3404) Scholastic Corp - IG offering (1Q 02) (D020146) Walt Disney - IG Bond (M3182)	141	141 133 995	1 4 3	None None None
Total Bonds IG	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959) Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	141 209 1,930	1,268 5,936 1,930	,	NA FIN SPO, NA Lev Fin NA FIN SPO, NA Lev Fin
Total Leveraged Loans		2,139	7,866		
Total Debt Products	Digital River - block trade (4Q 01) (D016304) Emmis Communications - Block Trade (2Q 02) (D021859) Entercom Communications - secondary offering (1Q 02) (D020128) Ikon Office Solutions - convertible offering (2Q 02) (D020657) Johnston Press - rights issue for acon of RIM (D022644) LIN Television - IPO (D020127) MediaNation - HK\$445,6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	133	19,638 86 1,969 3,592 - - - -	3,982	. None None None None UK NA FIN SPO ASIA SPON CHINA NA FIN SPO
		- + :	1		

	AS OF: 15-MAY-2002		
AND THE PROPERTY OF THE PROPER		EUROS IN 000'S	

		Franchise	Franchise	Franchise	
		Revenue	Revenue	Revenue	Other Coverage Groups
PRODUCT	DEAL	Apr	YTD(Apr)	May	-
	Publicis Groupe SA - convertible bond Q1 2002(King) / King + (D016091)	,	3,638	•	FRANCE
		745	745	•	None
	SONICblue - debt private placement (2Q 02) (D021165)	•		184	NA P P.M.T
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	748	748		NA FIN SPO
Total Fourth					•
John Lynny		1,998	9,543	15,215	
	Beam Broadcasting-Warrant Income Realized/Unrealized (M1590)	•	(0)		None
	iBeam mtm (M1574)	į	Ē	•	None
Total Private Placement-Equity	quity	-	(1)	•	
Total Equity Products		1,998	9.542	15.215	
	Comcast Cable - Strategic Lending Contract (M2222)	(51)	(212)	,	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(92)	(267)		None
				:	
Total Loans IG		(116)	(478)		í
Total Other Financing Products	ducts	(116)	(478)	r	1 1
Total Product		5,394	48,432	15,215	

		_]			ranchise Value				
								Franchise	Probability
PRODUCT	DEAL	PROBABILITY	May	huh	la C	φnθ	Future Months(1)	Revenue Total	Weighted Pipeline
M&A	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	*					,		
A&A	BMG Storage Media - Project Blockbuster / Blockbuster- (D012541)	. 0					0,00	9 0	2,8/5
MON	Bertelsmann - project Rolling Stone (ex Empire) / Rolling Stone (ex Em (DO15825)	0		,			10,207	707.4	
Mer	Boosey & Hawkes - divestitute advisory/defence & refinancing (D015359)	0	•	2 000	•		2	000'6	•
MeA	Businessivire - general advisory (D005685)	52	•	,	,		, 6	2,020	į
48.6	Datacraft Asia - Acq of HK-based System Integrator US50-70mn / Sliver (D011658)						2 4	0,010	D.
4.00	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	. 0					000	0 6	•
M&A	Echoster - scon advisory and financing (GM - HE) (D014601)	· 5					000	000	. !
M&A		3 6	ļ	, (•		599'	7,559	3,834
M&A	Impresa/Cofina -pot mercer of (morest w/ Invester ((A. Cuba) / Ins. cub (Ind. 574.4)	3 5	•	2 5	•			220	168
M&A	Johnston Press - Acon advisory for Riva / Packs (Thought)	3 5	, ;	000	•		0	- 500	750
M&A	Lacardere - project : arrolfnma (Regie) / Regie / Chonggoo	ล •	0 8 9 7				0	3,690	1,845
M&A	Microsoft General Advisory (2002) / Egist / Fore (1000)	5					10.000	10,000	
M&A	Dispecta Holdings assessed selections (2002)	Q :	•				22	822	205
M&A	Bond McMally & On a page of adulation (2001) (DO10190)	S	•	3,287			o	3,287	1,643
M&A	Charles Working to the special advisory (DO1,2288)	22					3,287	3.287	822
A SW	State Holdings - Parmess Opinion (SBC) (DOZZ/OZ)	8					548	548	274
M&& 0	TA CHOCK I THE PARKEN A VERVEN (DOTANA)	75	•				85	82	62
486	Tallor Nelson Sorres - potential aquisition of Observer AB / Monocle (DQ02405)	O		4,011	•		ło	4.011	, .
MARA	letecom italia Mobile - M&A - Project Eifel (D014121)	25		•			960	980	27.4
			3,690	11,548			59.918	75 153	14.251
Real Estate Advisory	Davis & Darthers - Transmission Tower in Boosts - Chooses								
Real Estate Advisory	CONTRACTOR OF THE SECOND CONTRACTOR OF THE CONTR	0		,	,		960,1	1,096	,
					•		1,096	1,096	
Advisory Products									
			3,690	11,548			61,011	75,249	14,251
HY Bonds	Date Transmission Network - bank/bond financing 790 057 (100 084.5)	į							
HY Bonds		62			3,287		0	3,287	822
					3,287		0	3,287	822
Leveraged Loans	Comcast - acq financing for AT&T Broadband (D020813)	90	1.972		•	,	c	64.0	9
Leveraged Loans	Echestar - acqn advisory and financing (GM - HE) (D014801)	S		,	29.579) C	2,01,00	300
Leveraged Loans	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter (D014834)	5	2.728		1) C	8/C/87	14,78U
Leveraged Loans	Sinclair Broadcasting - refinancing (D021692)	75	ļ,	3 287	•		o c	1000	07)'7
Leveraged Loans	Yell - US\$40mm financing for acqn of Moleco Publishing (D020465)	75	299) C	200	224
Leveraged Loans			4,998	3,287	29,579		0	37 864	21 192
Daht Broducts						-			
CONTROL I			4,998	3,287	32,866	·	o	41,150	22,014
fiquity	APAX/Hicks Muse - potential IPO of Yell blc (0020545)	Š							
Equity	-	3 5	. 60	20/-	•	•	0 1	1,753	876
Equity	Citdel Broadcasting - IPO (D023066)	. C	300				- (1,862	
Equity	Lagardere - monisation of shares & convertible bond offering (D015605)	> C		٤ ١			0.47	0 (4) 4 0 (4)	,
Equity	Leap Frog Enterprises • IPO financing (D016309)	25	ı •	878			<u>ک</u> د	004,1 af a	. 19
E Guilly	02)	0		2.027			, c	200	CD
Equity	Fexas Pacific Group - IPO (Hunter) / Hunter * (D022792)	25	,				6.500	6,500	1,625
(Vinha)			1,862	4,655			13,478	19,996	3,169
Private Placement-Equity	nCube - equity private placement (2002) (D011472)	C **	•	1.096	,		c	, 000	
Private Placement-Equity				4 006			, ,	1,030	
				gen'i			7	980,1	OLL.
Equity Products			1,862	5,752			13,478	24,092	3,268
Product									
			10,551	20,686	32,868		74,489	138,491	39,533

uture Months include all pipeline, including future yea

• Case	1:07-cv-05471-BSJ-KNF	Documer	at 28-18 Filed	● 06/02/2008 Pa	age 5 of 17
	FRANCHISE FUTURE PIPELINE				
	2002 PRANCHISE PIPELINE 6,478 7,669 29,579 29,579	3,287 1,753 3,690 2,728 1,500 10,000	1,862 5,478 6,478 1,000	1,500 1,500 1,500 1,500 1,500	1,500
	MAY FRANCHISE VALUE	. , , , , , , , , , , , , , , , , , , ,			
	YTD APR FRANCHISE VALUE 1,032 1,032 399 (145) 1,017 3,592 4,884 5,936 (1,235) 746 1,206	2,367	1,032 1,017 1,017 3,592 (1,235) (88) (88) 745 1,206 528	68 111 72 748 748 2,010	7. 7.5 3,638 2,010
	APR FRANCHISE VALUE 399 399 133 133 745	2,367	372	748	
	P	% % % % % % % % % % % % % % % % % % %			% & & & & & & & & & & & & & & & & & & &
os in ques bal Media.	PRODUCT Divestiture Advisory Equity.iPG Other Make Advisory Bonds-Carporate High Yield Acquisition Advisory Bridge Loans Brook Trade Bonds-Corporate High Yield Equity-Secondary Bonds-Corporate High Yield Equity-Secondary Divestiture Advisory Bonds-Corporate High Yield	Senior Bank Debt Equity-IPO Divestiture Advisory Adquisition Advisory Equity-Rights Senior Bank Debt Block Trade Adquisition Advisory Senior Bank Debt	Divestiture Advisory Equity-IPO Equity-IPO Bonds-Corporate High Yiek Equity-IPO Equity-IPO Equity-IPO Equity-IPO Bonds-Corporate High Yiek Equity-IPO Bonds-Corporate High Yiek Bonds-Corporate High Yiek Bonds-Corporate High Yiek Bonds-Corporate High Yiek Senior Bank Debt	Bonds-Corporate High Yield Fairness Opinion Other M&A Advisory Equity-Secondary Equity-Secondary Acquisition Advisory Divestiture Advisory Merger Advisory Merger Advisory Merger Advisory Merger Advisory Merger Advisory	Acquistion Advisory Merger Advisory Interper Advisory Equity. Convertible Bonds Acquistion Advisory Acquistion Advisory
	DEAL. Autora Communications - general advisory (D012889) Citicel Broadcasting - I/O (D02200) Citicel Broadcasting - I/O (D02200) Editostar - Cameral Advisory Minerali (D018541) Editostar - Cameral Advisory and Francial (D018727) Editostar - HY offering (Hughes Electronics) (D018727) Editostar - Acqn advisory and financing (GM - HE) (D014801) Editostar - acqn advisory and financing (GM - HE) (D014801) Editostar - acqn advisory and financing (GM - HE) (D014801) Emiss Communications - Block Trade (2D 02) (D022089) Entercom Communications - Secondary offering (10 02) (D0201289) Entercom Communications - HY orfaring (10 02) (D0201289) Entercom Communications - HY orfaring (10 02) (D0201289) Hughes/PanAm/Sat - Project Pelicantifitethin financing (10 02) (P012089) Radio One - Secondary Offering (20 02) (P012189) Sincial Roadcasting - HY Offering (40 01) (P016238)	APAX/Hicks Muse – potential IPO of Yell pic (D02054s) APAX/Hicks Muse – potential IPO of Yell pic (D02054s) Gazpyom – sale of 03azpyom Media to Sputhik (Roup (Astra) / Astra * (D013840) Johnston Press – Acqui asylosy for RIM / Pachlo. (D014213) Johnston Press – #960mm debt linancing for RIM (2022844) Johnston Press – #960mm debt linancing for RIM acquisition / Jupiker. (D014834) Lagardere – monteation of shares & convention bord offering (D015805) Lagardere – project Laryr forma (Eagle). Fagle- (D005469) Yeli - USS40mm financing for acqn of Moleco Publishing (D020465)	Aurora Communications - general advisory (D012856) Blackboard - IPO (10, 02) (D014712) Ctosis Bracidicating - IPO (10, 02) (D014712) Ctosis Bracidicating - IPO (D023068) Entercom Communications - secondary offering (10, 02) (D020128) Entercom Communications - secondary offering (10, 02) (D020128) Leap Frog Enterprises - IPO Inpancing (D018309) MadriaNation - HK3445.6mn IPO on 0EM - Proj Bas F Bus (Asia ECM) (D000494) NaxMedal Group - PTV Oriening (20, 01) (D013233) Radia Broadcasting - HY Offering (20, 01) (D013235) Sinclair Broadcasting - HY Offering (10, 02) (D021835) Sinclair Broadcasting - refinancing (D021892)		
	BANKER Amiing, Jeffrey	Austin, Geoffrey	Carey, Charles	Graves, Daniel B.	Lovell, Nicholas Macinnes, Bruce

25% 2.367 2.387 750 N/A 2.367 2.387 750 0% 4,864 6,500 0% 4,864 6,500 0% 5,936 6 7,882 50% 75% 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	Follower value and coling to Squark Grop, Coling 40, D016599) Follower value and coling to Squark Grop, Coling 40, D016599 Follower value and coling to Squark Grop, Coling 40, D016599 Follower value and coling to Squark Grop, Coling 40, D016599 Follower data and coling to Squark Grop, Coling 40, D016599 Follower value and coling to Squark Grop, Coling 40, D016599 Follower value and coling to Squark Grop, Coling 40, D016599 Follower data and coling 40, D0165999 Follower data and coling 40, D	BANKER	DEAL	PRODUCT	808 FF	APR FRANCHISE VALUE	YTD APR FRANCHISE VALUE	MAY FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Property of the Control (2010-282)	Taylouden, registary Androin Organization of Dosarra At 19 (2002-2016) (Margar Androin Organization Organ		Fininvesi - valuations (Focus) Focus (ex-Slimfest) (D016069) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013640)		25% N/A	2,367	2,367		750	, ,
Teass Pictic Group - 100 (147me) / Humm - (10022722) Teas Pictic Group - 100 (147me) / Humm - (10022722) Teas Pictic Group - 100 (147me) / Humm - (10022722) Teas Teas Pictic Group - 100 (147me) / Humm - (10022722) Teas	Teasas Pacific Group - 100 (Hurier * (10022192) Control * (10022192)				₹ž		525		• •	•
Hothers Partial Transmistor (2002) Hothers & Perrora Transmistor (2002) Hothers & Per	Loses & Penteres - Transmission Tower In Brooklyn (D020807) Hughes Pannings - Froject Patientines (Minchell Patient (1001889) Hughes Pannings - Froject Patientines (Minchell Patient (1001889) Hughes Pannings - Froject Patientines (Minchell Patientines (1001889) Hughes Pannings - Froject Patientines (Minchell Patientines (Minchel		Texas Pacific Group - IPQ (Hunter) / Hunter * (D022792)		25%				6,500	
Minches Minc	Mainch M	forms, J.L. Malbolm			% 0				1,096	,
11(199) 12(1	1019/2012 1019			High Yiek	\$		4,864			•
Pairness Opinion 50%	D002702 D002		_		₹ % 20%	807	926°4		1.987	
Divestiture Advisory 75% 1.5%	10014121 175% 175% 175% 175% 175% 175% 175% 170014121 1700		Spectraste Holdings - Falmess Opinion (SBC) (D022702)		50%			. ,	548	
(20014121) Divestiture Advisory N/A 89 1,978	(D014121)		TV Globo - Project Waves / Waves (D013628)		75%			•	82	
Characteristic Char	Continue Advisory Cont		Theodom Italia Mobile - Makes - Wayes - Free Commission - Makes - Free Commission - Makes - Project Francis - Makes - Francis - Makes - Make		₹ Z	•	80	•		•
Christope Chri	Cinema (D013398) Bonds-Corporate High Yiek NIA 4961) Co.2; [D016576) Bonds-Corporate High Yiek NIA 4961) Co.2; [D016576) Bonds-Corporate High Yiek NIA Private Placement-Equity 10% Private Placemen		Telecom Italia Mobile - M&A - Project Effel / Effel (D014121)		KOY N/A		1,578		1,098	
19 19 19 19 19 19 19 19	100 column 100	aul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)		Ψ/X	ŧ	487	•		•
Donatobasis	March Chodozosa Bendas-Cerporate High Yielk NIA		Data Transmission Network - bank/bond financing (30 02) (D022812)		34,02		; ,	•	3,287	
Equity-IFO Equity-IFO N/A 1,930 1,93	Co		Galaxy Latin America - MY bond offering (10,01) (D002033)		٩X	ι	1,505		. •	•
4961) 49	4961) 90 dots. Corporate High Yield N/A 90 dots. Corporate High Yield 25% 90 dots.		Losws Gneplex Entertainment - exit financias (10.02) (00:6576)		¥ %	. 6		9,401		
19 (30 02) (0022812)	10		Young Broadcasting - HY Offering (4Q 01) (D014961)	High Yiek	N/A		544		e (• •
Coling Store (ex Em (D015826) Senior Bank Debt N/A 1,930 1,930	Control Cont	Iver, Eilen L.	Date Transmission Network - bank/bond financing (3Q 02) (D022812)		25%	,			3.287	
Falling Store (ex Em (D018826) Acquisition Advisory N/A 10 2,010	Folling Stone (ex Em (D015826)		LOEWS Cineplex Entertainment - exit financing (10 02) (D016575) Young Broadcasting - HY Offering (40 01) (D014981)		4 4 2 2	1,930	1,930 544		, • •	. ,
No.	Acquisition Advisory N/A Acquisition Advisory N/A Acquisition Advisory N/A Acquisition Advisory 0%	site and a second of the second	Desirance Desirant Desirant Court of Addition A							
Deutsche Telekom - Sale options for 16% starke in SES (DO11449) AT &T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (DO10328) BMG Storage Nederal advisory (Project Twist & Shout) / Twist & Sh (DO10328) BMG Storage Nederal advisory (Project Twist & Shout) / Twist & Sh (DO10328) BMG Storage Nederal advisory (D020819) BMG Storage Nederal advisory (D020819) BMG Storage Nederal advisory (D020819) Corncast - and financing for AT &T Broadband (D020813) Digital Ryver - broad Liniversity (D0108304) Corncast - and financing for AT &T Broadband (D020813) Corncast -	Deutsche Telekom - Sale options for 16% state in SES (0011449) AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (0010328) BMG Streage Ahedda - Project Burkester - (D012541) BMG Streage Ahedda - Project Burkester - (D012541) Bushlesstvire - general advisory (Project Twist & Shout) / Twist & Sh (0010328) BMG Streage Ahedda - Advisory (D00588) Comcast - acq financing for AT&T Broadband (D020813) Comcast - acq financing for AT&T Broadband (D020813) Comcast - acq financing for AT&T Broadband (D020857) Kon Office Sclutions - Convertible Offering (20 02) (D020857) Microsoft - General Advisory (2002) (Fore) / Fore (D022289) SONICibue - adet private placement (2002) (D021865) SONICibue - debt private placement (2002) (D021865) SONICibue - adet private placement (2002) (D021865) BC-uty-PIPE NIA Advisory Advisory Concast - acq financing for AT&T Broadband (D021289) SONICibue - adet private placement (2002) (D021865) BC-uty-PIPE NIA Advisory Concast - acquily private placement (2002) (D021847) Concast - acquily private placement (2002) (D021847) Concast - acquily private placement (2002) (D021847) Concast - acquily private placement (2002) (D0118472) Concast - acquily private placement (2002) (D0118472) Concast - acquily private placement (2002) (D0118472)	num-nonenstein, Constit	/ Rolling Stope (av Em.)		K W	ç	2,010			
Fininvest - valuations (Focus / Rockuster) Focus (ex-Similast) (D016088) AT&AT Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) BMG Storage Media Project Buckbuster (D012541) BMG Storage Media Project Buckbuster (D012541) Business Virace Media Project Buckbuster (D0120813) Business Virace Media Project Buckbuster (D016349) Comcast - and financing for AT&A Broadband (D020813) Comcast - and financing for AT&A Broadband (D0208130) Comcast - and for AT&A Broadband (D020810081140) Comcast - and for AT&A Broadband (D0208140) Comcast - and for AT&A Broadband (D020814	Fininvest - valuations (Focus) / Focus (ex-Silmitast) (D016069) AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) BMG Streage hedde - project Blockbuster - (D01241) Bushlesstvire - general advisory (Project Twist & Shout) / Twist & Sh (D010328) Bushlesstvire - general advisory (Project Twist & Shout) / Twist & Sh (D010328) Corncast - acq finanching for AT&T Broadband (D020813) SonitCbue - acquity private placement (2002) (D021489) SonitCbue - active private placement (2002) (D021469) SonitCbue - acquity private placement (2002) (D021469) Solution of Barconet-Project Baseball / Baseball (D013401) Acquisition Advisory NA Acquisition Advisory NA Fquiry-PIPE NA Acquisition Advisory NA Acquisition Advisory NA Fquiry-PIPE Acquisition Advisory NA Fquiry-PIPE Solution of Barconet-Project Baseball / Baseball (D013401) Fquiry-PIPE Solution - acquity private placement (2002) (D011472)		_		8 8 6 6				6,500 8	
AT&I Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) BMG Strage Media – Project Blockbuster (D012541) Business Vire – general advisory (D020568) Business Vire – general advisory (D020568) Business Vire – general advisory (D020568) Comcast - acq financhig for AT&I Broadband (D020813) TMP Worldwide – Project University (D014072) TMP Worldwide – Project University (D01041472) Comcast - acq financhig for AT&I Broadband (D020813) Ikon Office Solutions - convertible offering (20 02) (D020657) Wichose – detrip private placement (20 02) (D020657) Wicholdwide – detrip private placement (20 02) (D021165) Solutions - convertible offering (20 02	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (0010328) BMG Streage hedde a Project Blockbuster (2012541) Bushlesstvire - general advisory (Project Twist & Shout) / Twist & Sh (0010328) Bushlesstvire - general advisory (D003688) Corncast - acq financhig for AT&T Broadband (D020813) Corncast - acq financhig for AT&T Broadband (2002) (201407) Corncast - acq financhig for AT&T Broadband (2002) (201407) Corncast - acq financhig for AT&T Broadband (2002) (201407) Corncast - acq financhig for AT&T Broadband (2002) (201407) Kon Office Solutions - convertible offering (20 02) (20120857) Solutions - active private placement (2002) (20140857) Solutions - active private placement (2002) (20140767) Solutions - acquisition of Barconet-Project Baseball / Baseball (2013401) Coba - acquisition Advisory NA Acquisition Advisor		Fininvest - valuations (Focus) / Focus (ex-Simiast) (D016069)		25%				750	
Divestitute Advisory Divestitute Divestitute Divestitute Divestitute Divestitute Advisory Divestitute D	BusinessWife - general advisory (2008 6) BusinessWife - general advisory (2008 6) Comcast - and financing for AT&T Broadbard (D020813) Ikon Office Solutions - convertible offering (20 Q2 (D020857) Kind Office Solutions - convertible offering (20 Q2 (D02189)) SONICibue - debt private placement (20 Q2) (D02189) Solution - debt private placement (20 Q2) (D02189) Solution - debt private placement (20 Q2) (D02189) Comcast - and divisory (2002) (D02189) Solution - debt private placement (20 Q2) (D02189) Requisition of Barconel-Project Baseball / Baseball (D019401) Adquisition Advisory (10 Ad	riffo, Dyan	Ę.		75%				3,834	
Commost - and financing for ATAE Broadbard (D020813) Commost - and financing for ATAE Broadbard (D020857) Commost - Comm	Comcast - and flanding for AT&I Breakbard (D020813) Digital River - block trade (4C 01) (D016304) Individual - concest - and flanding for AT&I Breadbard (D020813) Individual - convertible offering (2C 02) (D0210857) SONICibue - debt privite placement (20 02) (D021165) SONICibue - debt privite placement (20 02) (D021165) Solutific Atlanta - acquisition of Barconel-Project Baseball / Baseball (D013401) Individual - block trade of the placement (20 02) (D021165) Individual - block trade of the placement (20 02) (D021165) Individual - block trade of the placement (20 02) (D021165) Individual - block trade of the placement (20 02) (D0211472) Individual - block trade of the placement (20 02) (D011472)		owic otorage media - Project Blockbusier / Blockbusier. (DB12541) BusinessiWire - peaeth advisory (DBASeR)		88	ů			3,287	i
Digital River - block trade (4Q 01) (D016304) Equity-Secondary NIA (1.864) 1,810	Digital River - block trade (4Q 01) (D016394) TMP Vondawide - Project University 1 (D013407) TMP Vondawide - Project University 1 (D013407) Comcast - acq financial growth (2002) (D014172) Comcast - acq financial for fire (2002) (D0120857) Nicrosoft - General Advisory (2002) (Fore) / Fore (D022289) SONICibue - debt privise placement (2002) (D021468) SONICibue - debt privise placement (2002) (D021468) SONICibue - debt privise placement (2002) (D021468) Solution (2002) (D021468) Solution (2002) (D021468) Solution (2002) (D021468) Solution (2002) (D021468) Solutific Allanta - acquisition of Barconet-Project Baseball / Baseball (D013401) Acquisition Advisory NA Private Placement (2002) (D014472)		Comcast - and financing for AT&T Broadband (D020813)		50% 50%		, ,		5,916	
TMP Worldwide - Project University / University (2002) (201407) Acquisition Advisory N/A (1.864) 1,610	IMP Voordwide - Project University 1 (D013407) Acquisition Advisory NA Acquisition Advisory NA Coureast - acq financing for ATET Breathand (D020857) Comcast - acq financing for ATET Breathand (D020857) Microsoft - General Advisory (2002) (Fore (D020857) Sonlochue - debt private placement (2002) (D021465) Sonlochue - debt private placement (2002) (D021465) Soluchue - debt private placement (2002) (D021465) Acquisition Advisory NA Acquisition Advisory NA Private Placement-Equity 10%		Digital River - block trade (40,01) (D016304)		¥,Z	•	83	•	: :	
Compast - acq financial (2012)	Comcast - acq financing for AT&T Breakband (D020857) Comcast - acq financing for AT&T Breakband (D020857) Kidrosoft - General Advisory (2002) (Forei (D022289) SONICibue - debt private placement (20 02) (D021165) SONICibue - debt private placement (2002) (D021165) Solution (Date - debt private placement (2002) (D021165) Solution (Date - debt private placement (2002) (D011472)		TMP Worldwide - Project University / University ((D013407) aCube - equity brivate planement (2002) (D014422)	4	¥X.	(1,864)	1,610			
Comcast - acq filanding for AT&T Broadband (D020813) Senior Bank Debt 50%	Comcast - acq flaansing for AT&T Breatband (D020813) Iden Office Solutions - convertible offering (20 02) (0020289) Microsoft - General Activisory (2002) (Fore (0022289) SONICIbus - debt private placement (20 02) (0021165) Acquisition Advisory Cuba - acquilip private placement (2002) (0011472)				\$ O.	ı			1,096	
Equity-Convertible Bonds N/A 3.982 Divestime Advisory 26%	Divestiture Advisory Divestiture Advisory Equity-PIPE Equity-PIPE Equity-PIPE Adquistion Advisory Private Placement-Equity	ung, Sun J.	Comcast - acq financing for AT&T Broadband (D020813)		50%	•			1,972	٠
Cquity-PIPE	Equity-PIPE Equity-PIPE Equity-PIPE Adquistion Advisory Private Plecement-Equity		Inorrounder Southerna - Convertible offering (20, 02) (D020657) Microsoft - General Advisory (2002) (Fore) / Fore (D022289)		N/A			3.982	ç	
Alf Basebal (D013401) Adquistion Advisory N/A . 1,521 . Private Pleaenee/Leuity 10%	Equity-PIPE Adquistion Advisory Private Placement-Equity		SONIChue - debt private placement (20 02) (D021165)		* 6				2,027	. ,
Private Placement-Equity 10%	Addission Autisty Private Placement-Equity		SONICOue - debt payate placement (2Q 02) (D021165) Scientific Alizata - acquisition of Barchoot-Protect Research (Possebal / Research)		Y/Z	•		164		
			nCuba - equity private placement (2002) (D011472)	quity	10%		176'1		1,096	

Page 6 of 17

e 1:07-cv-05471	-BSJ-KNF	● Document	28-18 Filed 06/02/2008	Page 7 of
Future Year Pipeline Probability Welghted(3)				
Future Year				
BW 2002 Full Year Plan	573 573 (5,540) 106 (5,431)	3,996 (6,062) 18,777 16,711	11,373	
2002 Full Year Plan	25,650 25,650 25,650 26,660	7,330 7,330 7,330 21,890	73,290	
2002 Full Year Forecast	26,223 26,223 20,110 108 20,219	11,326 1,268 28,107 38,701	64,663	
Bal Of Cur Year Probability Weighted Pipeline	11,469 11,469 657 110 767	18,241	31,296	
Balance Of Current Year Thru 12/31	29,826 1,086 30,921 10,243 1,096 11,339	3,287 34,838 38,124	60,385	
MAMEDI MAMEDI Franchise Revenue	13,548		13,548	
BM PRIOR YTD Franchise Revenue	5,747 5,747 (3,340) (19) (3,359)	5,151 1,268 7,866 14,285 (478)	16,195	
Prior YTD Franchise Revenue	9,006 9,006 9,245 1,8	5,353	verment per clier	
YTD(Apr) Franchise Revenue	14,754 14,754 5,905 (1) 8,904	10,504 1,288 7,866 19,638	39,818 nior banker invol	
Apr Franchise Revenue	(1,553) (1,553) 1,998 1,998	410 141 2,139 , 1890 , (116)	1,018 The basis of ser years	
PRODUCT	M&A Other Advisory Total Advisory Products ECM Restricted Securities/PPE Total Equity	HY Bonds Bonds IG Leveraged Loans Project Finance Advisory Total Debt NIM(2)	Total CF Revenue 3,018 39,818 123,822 16,135 13,548 80,355 Notes: 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals 3) Balance of Pipeline includes all future years 3) Balance of Pipeline includes all future years	

Notes:
1) Deals are included within the group of Sinity on Hold Portfolio excluded
3) Balance of Pipeline includes ell futur

PRODUCT	DEAL	Franchise Revenue Aor	Franchise Revenue VTD(Apr)	Franchise Revenue May	Other Coverage Groups
	Allbritton Communications - General Advisory (Name Ch. 8) (Thogasas				i
	Aurora Communications - general advisory (D012858)	= '	1 032	• 1	
			8,686		900
			(145)	•	NA FIN SPO
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)		72	•	None
	Scientific Atlanta -acquisition of Banconet-Project Baseball / Basebal (D013401)	•	1,521		EUR TECH
	TMP Worldwide - Project University / University 1 (D013407)	(1,664)	1,810		None
	Telecom (mile Nobile May A Desiret Exel (19528)		68	,	
	I GRECOTI I (GIIB MUDIIB - MICA - PTOJECT CITEL (CU14121)		1,578	,	EUR TELE, ITALY, LA
Total M&A		(1,553)	14,764	,	•
Total Advisory Products		(1,553)	14,754		
	AMC Entertainment - acq financing for General Cinema (D013398)	11	462		NA FIN SPO
	Adelphia Communications - HY Offering (2Q 01) (D013200)	•	99	•	NA TELE
	Echostar - HY offering (Hughes Electronics) (D016727)	388	366	1	NA SPON
	Entercom Communications - HY offering (1Q 02) (D020688)		1,017		None
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	•	1,505	,	3
	Hughes/PanAmSat - Project Pelican/InterIm financing 1Q02 / Pelican 1 (D015959)	•	4,864		NA FIN SPO, NA Lev Fin
	NextWedia Group - HY offering (2Q 01) (D013233)		(88)	•	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)		1,206	•	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	•	528		None
	foung Broadcasting - HY Chering (4Q 01) (D014961)		544		None
Total HY Bonds		410	10.504	-	
	AOL Time Warner inc IG Bond (M3404)	141	141		400N
	Scholastic Corp - 1G offering (1Q 02) (D020146)		133		0000
	Walt Disney - IG Bond (M3182)		995		None
Total Bonds IG		174	1 280		1
	Hughes/PanAmSat - Project Pelican/Interim financino 1002 / Pelican 1 (Dotable)	300	4,200		
		1,930	1,930		NA FIN OPO. NA Lev Fin
Total Leveraged Loans		2,139	7,866	•	1 t
Total Debt Products		000	000		í
	Distant Distant Head for de (40 64) (Despense)	7,690	8,038	•	
	Ligital River - block trade (4Q 01) (D016304) Emmis Communications - Block Trade (2O 02) (D024060)		85		None
	Catagora Commission - Dioch Hade (CC 02) (CC 808)	25	696'	•	None
	Enterconn Communications - secondary orienting (10,02) (D020128) Ikon Office Scietions - convertible offerior (20,02) (D020852)		3,582	• 6	None
	Indicated Solutions - Colline Office Office (ACC 02) (DOZC057)	, ,	4 /	3,982	
	MediaNation - HK\$446.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	372	(1.235)	, ,	ASIA SPON, CHINA, NA FIN SPO
		745	745	,	None None

		L			
PRODUCT C	DEAL. SONICblue - debt private placement (2Q 02) (D021165) XM Satellite Radio - secondary offering (2Q 02) (D022418)	Franchise Revenue Apr	Franchise Revenue YTD(Apr)	Franchise Revenue May 164	Other Coverage Groups NA P PLMT NA FIN SPO
Total Equity		1,998	5,906	13,548	Ŀ
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)		(O)		None
·=	iBeam ளிரா (M1574)	•	<u> </u>	•	None
Total Private Placement-Equity	A		(1)	t	
Total Equity Products		1,998	5,904	13,648	
-	Comcast Cable - Strategic Lending Contract (M2222) Infinity Broadcasting - Strategic Lending Contract (M2221)	(51) (65)	(212) (267)		None None
Total Loans IG		(116)	(478)		
Total Other Financing Products	318	(118)	(478)		
Total Product		3,018	39,818	13,548	

	FRANCHI ASC E	FRANCHISE - PIPET INE BY DFA AS OF 15-MAY-2002 EUROS IN 000'S. NA MEDIA	ų						A.
				1	Franchise Value				as
								Franchise	Probability .
PRODUCT	DEAL	PROBABILITY	Мву	Jun	Jul	Aug	Future Months(1)	Revenue	Weighted Pipeline
M&A	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75					3.834	3.834	CV.
MåA	BMG Storage Media - Project Blockbuster / Blockbuster (D012541)	0	,	,			3,287	3,287	-0
Mak	BusinessWire - general advisory (D005685)	79			•		5,916	5,916	5 6241
1000A	Echostar - acqn advisory and financing (GM - HE) (D014801)	90					7,669	699'1	3,834
MAA	Physical Control Central Advisory (2002) (Fore) / Fore (D022289)	52	,	, !	•		622	822	71 502
M&A	Princetic notatings - general advisory (2007) (D010190) Rend MeNella A. O general advisory (2007) (D010190)	တို့	1	3,287	•		0	3,287	1,643
M&A	Specification Moldings - Being a day of the Catalon (Open Catalon)	in c	•	•	•		3,287	3,287	822
M&A	TV Globo - Project Waves / Waves - (D0124)	G 1			•	ı	548	548	274 S
M&A	Telecom Halia Mobile - M&A - Project Fife! / Fife: / D014121	מ ני	•,		•		82	85	J- & }
M&A		3	•	****			980 .	1,086	Z/4
Real Estate Advisory	Davis & Partners - Transmission Tower in Robation (Physical 2)			10310	-	•	8¢c'07	970'67	NF Roatin
Real Estate Advisory		>				,	1,086	980	
						-	0.50,1	980'1	
Advisory Products				3,287			27,635	30,921	11,469
HY Bonds	Data Transmission Network - bank/bond financing (90 02) (0022812)	25	•		3,287	,	٥	3.287	U O U
HY Bonds			•		3,287		0	3,287	822
Leveraged Loans	Comcast - acq financing for AT&T Broadband (D020813)		C26 1		,		c	1 072	er
Leveraged Loans	Echostar - acqn advisory and financing (GM - HE) (D014601)	99			28.579	•) G	2,6,7	
Leveraged Loans	Sinclair Broadcasting - refinancing (D021892)	75		3,287			0	3,287	2,465
Leveraged Loans		,	1,972	3,287	29,579	,	0	34,838	18,241
Debt Products			4 473	1000	20000		•		18
			* /2/	3,601	34,000		>	36,124	13,002
Equity	Blackboard - IPO (1Q 02) (D014712)	0	1,862	,	•			1,862	,
Equity	Citdel Broadcasting - IPO (D023066)	0	į	٠	•	•	5,478	5.478	F
r quity	Leap Frog Enterprises - IPO financing (D016309)	75	•	876	ı	į	0	876	657
Equity	SONICOIDE - debt private placement (20 02) (D021165)	ŀ		2,027		,	0	2,027	- 1
Chairy			1,862	2,903	٠		5,478	10,243	657 D
Private Placement-Equity	nCube - equily private placement (2002) (0011472)	01		1,096			0	1,096	90 2
Private Placement-Equity			1	1,096			0	1,096	

1) Future Months include all pipeline, including future years

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	į		FR	APR FRANCHISE	YTD APR FRANCHISE	MAY FRANCHISE	2002 FRANCHISE	FRANCHISE	
Amling, Jeffrey	DEAL. Aurora Communications - general advisory (D012868)	PRODUCT Divestiture Advisory	PROB N/A	VALUE	VALUE	VALUE	PIPELINE	PIPELINE	
	Citdel Broadcasting - IPO (D023086)	Equity-IPO	%0	į	1		5,478	•	
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	٠	8,688		•	•	
	Forbalar - sons advisory and financine (CM. HT) (Dought - sons advisory and financine (CM. HT) (Dought - sons advisory and financine (CM. HT) (Dought - sons advisory and financine (CM.	Bonds-Corporate High Yield	e S	388	393	,	• !	•	
	Echostar - acqui advisory and financing (GM - HE) (D014601)	Acquisition Advisory Acquisition Advisory	\$ 50 50 50 50 50 50 50 50 50 50 50 50 50 5				7,669		
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Bridge Loans	80%		?		29.579		
	Emmis Communications - Block Trade (20 02) (D021859)	Block Trade	N/A	133	1,989		,		
	Effection Continuinications - HY offering (1Q 02) (0020688)	Bonds-Corporate High Yield	N/A		1,017				
	Enversorm Communications - secondary orienting (10.02) (0020128) Highwite Denker Cat - Devices Outside Material Association (10.02)	Equity-Secondary	ΨX	ı	3,692	,		•	
	hogical and control of the property of the control	Sonds-Corporate High Yield	√.	. (4,864			•	
	MediaNation - HK8445.8mm IPO on GEM - Proj Bus / Bus / Asia ECM) / (D005858)	Serior dank Debi	Z/A	209	5,936		•		
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	(V	745	(3.45)				
	Rand McNally & Co - general advisory (D012298)	Divestiture Advisory	25%	٠.	} ∙		3.287	, ,	
	Sinctair Broadcasting - HY Offering (4D 01) (D016235)	Bonds-Corporate High Yield	Y/N		1,206			•	
	פווניםון בו השתכשאווות - השעשונינום (בחלי) האלים אלים ביים השתכשאוות - השעשונים (בחלים האלים)	Senior Bank Debi	75%				3,287		
Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	A/A		1.032		•	•	
	Blackboard - IPO (10 02) (D014712)	Equity-IPO	%0		! .		1.862		
	Cityel Broadcasting - IPO (D023066)	Equity-1PO	%0		,	,	5,478		
	Entercom Communications - H1 onerno (10 02) (D020688) Entercom Communications - secondary offschol (10 02) (D020408)	Bonds-Corporate High Yield	¥ Z	•	1,017	,	•	•	
	Leap Froe Enterprises - IPO financine (D016309)	Equity-Secondary	N.A.		3,592				
	MediaNation - HK\$445.5mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-PO	€ ₹	37.2	(1 235)	•	9/9	•	
	NextMedia Group - HY offering (20 01) (D013233)	Bonds-Corporate High Yield	(X	· ·	(68)	, ,			
	Radio One - Secondary Offering (20 02) (D021881)	Equity-Secondary	¥.Z	745	745				
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	Bonds-Corporate High Yield	¥7V		1.206				
	Sinciair Broadcasting - HY offering (10,02) (D021370)	Bonds-Corporate High Yield	Y!X		528		•		
	oricial digarcasting - remaining (COZJOSZ)	Serior Bank Debt	75%		•		3,287	•	
Graves, Daniel B.	Adetable Communications - HY Offering (2Q 01) (0013200)	Bonds-Comorate High Yield	A/A		Œ				
	Albritton Communications - General Advisory (News Ch 8) (D020686)	Falmess Opinion	Y.V	111	Ξ	•	•		
	Landmark Communications - general advisory(Retainer 2001-02) (0014724)	Other M&A Advisory	¥ Ž		72	ı	•	•	
	XM Safellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	Ϋ́N	748	748	•			
Morris, J L Malcolm	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	%0				1,096		
	Hughes/PanAmSat - Project Pelican/Intertm financing 1002 / Pelican 1 (D015959)	Bonds-Corporate Mgh Yield	N/A	•	4.864	•	<u>.</u>		
	Hughes/PanAmSat - Project Pelicantinterim financing 1002 / Pelican 1 (D015959)	Senfor Bank Debt	A/A	503	5,936				
	Financia Totalings - general advisory (2001) (CO10190) Modulings (Coldison - Reinter Onicios ABO) (MASSITO)	Divestaure Advisory	20%	•	,		3,287	•	
	TV Globa - Project Waves / Waves / Month / Marks / Colors	Discourse Opinion	8 8		•		4 6		
	TV Globo - Project Waves / Waves (D013828)	Divestiture Advisory	. 4 2		. 6		ž .		
	Telecom italia Mobile - MAA - Project Eifel / Eifel (D014121)	Divestiture Advisory	25%		; •		1.096		
	Telecom Italia Mobile - M&A - Project Eifei / Effei (D014121)	Divestiture Advisory	ΔŀΑ		1,578			1	
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	Q/X		462	•		•	
	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%				3,287		
	Gataky Latin America - Mr bond Grenng (10 01) (D002033) Tils Televielm - 190 (D000133)	Bonds-Corporate High Yield	∢ ∶		1,505	• !			
	Link Felestation - FO (LOCK) Control Contr	Equity-PO	∢ : Ž		, (9,401	•		
	Young Broadcasting - HY Offering (40 01) (0014961)	Bonds-Corporate High Yield	ξ ξ Ž Ž	25.	544	, ,	٠,	٠.	
- cella 96/450	Control Management (1998) and the second of the second sec		į						
Silver, milen L.	Lista i ransmission Network - banktoond Tinancing (30, 02) (D022612) Loews Cheblex Entertainment - exit financing (10,001/D018634)	Bonds-Corporate High Yield	25%	000		•	3,287		
	Young Broadcasting - HY Offering (40, 01) (D014961)	Bonds-Corporate High Yield	(∀) n '	544	. ,			
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	•		,	3,834		
-	=	Acquisition Advisory Divestiture Advisory	0% 25%				3,287		

	FFANCHISE	E - REVENUE & PIPELINE BY IND & DIR 2002-05-15 (Wed) EUROS IN 000'S NA Media.						
KER	DEAL. Comcast - ecq financing for AT&T Broadband (D020813) Digital River - block trade (40 of) (D016304) TMP Wordwids - Project University / University i (D013407) nCube - equity private placement (2002) (D011472)	PRODUCT Senior Bank Debt Equity-Secondary Acquistion Advisory Private Piscenent-Equity	PROB / S0% / NA	APR FRANCHISE VALUE (1,884)	YTD APR FRANCHISE VALUE 85 1,810	MAY FRANCHISE VALUE	2002 FRANCHISE PIPELINE 1.972	FRANCHISE FUTURE PIPELINE
g, Sun J.	Comcast - and financing for AT&T Broadband (D020813) kon Office Solutions - convertible offering (20 02) (D020657) Microsoft - General Advisory (202) (Fore) / Fore (D022289) SONICibine - beht private placement (20 02) (D021-65) SONICibine - debt private placement (20 02) (D021-65) SONICibine - debt private placement (20 02) (D021-65) Solertific Atlanta - acquisition of Barconat-Project Baseball / Basebal (D013401) nCube - equity private placement (2002) (D011472)	Senior Bank Debt Equity-Convertible Bonds Divestiture Advisory Equity-PIPE Equity-PIPE Equity-PIPE Acquisition Advisory Private Placement-Equity	50% NA 25% NA A 10%		1,521	3,982, 	1,972 822 2,027 -	

PRODUCT	Apr Franchise Revenue	YTD(Apr) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	May Franchise Revenue	Balance Of Current Year Thru 12/31	Bat Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B.W 2002 Full Year Plan	Future Year Pipeline(3)	Future Year Pipeline Probability Welghted(3)
WAA	2,376	4,977	12,923	(7,947)		44,451	2,783	7,759	28,920	(21,161)		
Utner Advisory Total Advisory Products	2,376	4,977	12,923	(1,947)	,	44,451	2,783	7,759	28,920	(21,161)		
ECM Restricted Securities (DOC	•	3,638	3,833	(196)	1,667	9,753	2,601	7,806	28,920	(21,114)	•	•
Total Equity		3,638	3,833	(196)	1,667	9,763	2,501	7,806	28,920	(21,114)		
HY Bonds Bonds 1G		F 1	. ,			1 1			8,265 8,265	(8,265) (8,265)	, ,	
Leveraged Loans Project Finance Advisory			r 1	• •	. ,	3,026	2.951	2,951	8,260	(5,309)	. ,	
Total Debt	•	·				3,026	2,951	2,951	24,790	(21,839)		,
NIM(2) Other		• •						•		+	•	•
Total CF Revenue	2,376	8,614	16,757	(8,142)	1,667	57,230	8,235	18,517	82,630	(64,113)		
Notes: 1) Deals are included within the croun on the basis of senior banker involvement nor allest for knowed deals and sincling deals	nas jo sised enth n	der franker involv	ement nor clien	od soft section +	1000 A 4000 A 40	1000 000 000 000						
2) NiM on Hold Portfolio excluded 3) Balance of Pipeline includes all future years	e years				Johan deals all							
												Page 1

	Other Coverage CC Groups	None EUR TECH, Rus. & Turk LOTH. Eur., PORTUGAL OCH. EUR TECH	I-KI	UK FRANCE	ocur	men	• t 28-18	Filed 06/02/2008	Page
	Franchise Revenue May	, , , ,		1,667 U	1,667	1,667	1,667		
	Franchise Revenue YTD(Apr)	2,010 2,367 75 525	4,977	4,977 3,638	3,638	3,638	8,614		
	Franchise Revenue Apr	10 2,367	2,376	2,376			2,376		
FRANCHISE - REVENUE BY DEAL AS OF: 15 MAY-2002 EUROS IN 000'S;	DEAL	Berteismann - Project Rock / Rock (D014619) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) Impresa/Cofina -pot merger of Impress w/ Investec (Ice Cube) / Ice cub (D015714) ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)		Johnston Press - rights issue for acqn of RIM (D022644) Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)					

Total Product

Total Equity Products

Total Advisory Products

PRODUCT

14 of 17

Filed 06/02/20	80
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	¥	AS OF 15-MAY-2002 EUROS IN 000'S EUROPE,MEDIA,	2						
				4	Franchise Value				as
								Franchise	Probability :
PRODUCT	DEAL	PROBABILITY	Мву	dun	lu t	Aug	Future Months(1)	Revenue Total	Weighted /
M&A	Bertelsmann - project Rolling Stone (ax Empire) / Rolling Stone (ax Em (D015825)	0	•		•		16.500	16,500	:V-
M&A	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	0	•	2,000			0	2,000	05
M&A	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0 ;	•	• ;	•	•	6,000	000'9	54
₹ 8 4 8 4	Finitivest - valuations (Focus) / Focus (ex-Simitast) (D016069) Impress/Cofina -pot mercer of impress w/ invested (Ice Cube) / Ice cub (D045744)	25		750			0 (750	71
M&A	Johnston Press - Acquiadvisory for RIM / Pacific. (0014213)	3 %	3,890	,			0	3 690	1,845
M&A	Lagardere - project Larry/Emma (Eagle) / Eagle- (D005469)	0	. '		•		10,000	10,000	35
A804	layor Neison Sorres - potential aquistion of Observer AB / Monocle (D002405)	٥		4.011	,		0	4,011	J
NO.			3,690	8,261	-		32,500	44,451	2,783
Advisory Products			3,690	8,261			32,500	44,451	2,783
Leveraged Loans		100	2,728		•		0	2,728	2,728
Leveraged Loans	Yell • US\$40mm financing for acqn of Moleod Publishing (D020466)	75	299	,	·		0	299	224
Leveraged Loans			3,026			•	0	3,026	2,961
Debt Products			3,026				0	3,026	2,951 OC
Equity	APAX/Hicks Muse - potential IPQ of Yell plc (D020645)	50	•	1,753	•	•	0	1,753	me 928
Equity Equity	Lagardere - monisation of shares & convertible bond offering (D015505) Texas Pacific Group - IPO (Hunter) / Hunter - * (D022792)	0 4					1,500	1,500	ent
Equity				1,753			8,000	9,753	2,501
Equity Products				4 759			440.4	(da (8-
7				1,55			000,0	2,130	18
Product			8,716	10,014			40,500	57,230	8,235

1) Future Months include all pipeline, including future years

BANKER Austin, Geoffrey	DEAL, APAXV-Hots Muse - potential IPO of Yell ptr (D020546) Gazprom - sale of Gazprom Media to Sputrilk Group (Aetre) / Aetre * (D013840) Johnston Press - Acqn advisory for RMM / Pacific, (D014213)	PRODUCT Equity.IPO Divestitur Advisory Acquisition Advisory	PROB 50% №A 50%	APR FRANCHISE VALUE 2,367	YTD APR FRANCHISE VALUE 2,367	MAY FRANCHISE VALUE	2002 FRANCHISE PIPELINE 1,753	FRANCHISE FUTURE PIPELINE
	Johnston Press - nghis issue for acqn of RIM (10022644) Johnston Press - #860mm debt franching for RIM acquisition / Jupiter. (D014834) Lagardete - monisation of shares & convertible bond offering (0015605) Lagardete - project Lany/Emma (Eagle) / Eagle- (D005469) Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	Equity-Rights Senior Bank Debt Block Trade Acquisilion Advisory Senior Bank Debt	N/A 100% 0% 0% 0% 527				2,728 1,500 10,000 299	
Lovegrove, Stephen	APAXVHicks Muss - potential IPO of Yell ptc (DD20543) Bertalsmann - Project Rock / Rock (D014619) Bertalsmann - project Rock / Rock (D014619) Bertalsmann - project Rolling Stone (ex Emirel), Rolling Stone (ex Em (D015826)) Boassy & Harwise - divestiture advisory/deferce & refinancing (D015359) Deutsche Telekom - Sale options for 16% state in SES (D011449) ImpressACofina - port merger of Impress w Impresse (toe Cube) / for cub (D015714) ImpressACofina - port merger of Impress w Impresse (toe Cube) / for cub (D015714) Lagardere - project Lanry/Emmi (Eagle) / Eagle - (D056318)	Equity-IPO Acquisition Advisory Acquisition Advisory Divestiture Advisory Megger Advisory Megger Advisory Megger Advisory	% 4 % % % 6 % 4 % 6 % 4 % 6 % 6 % 6 % 6		2.010		1,753 16,500 2,000 6,000 1,500	
Lovell, Nicholas	ImpressiCofina -pot marger of Impress w/ Investec (ice Cube) / ice cut (D015714) ImpressiCofina -pot marger of Impress w/ Investec (ice Cube) / Ica cub (D015714) Publicis Groups SA - convertible bond Q1 2002(King) f King - (D019091)	Merger Advisory Merger Advisory Equity-Convertible Bonds	% & & % & & % & & &		75 3,638	4 4 7	1,500	
Macinnes, Bruce	Barteismann - Project Rock / Rock (D014619) Berteismann - Project Roling Stone (ex Em (D015926) Britishvest - valuations (Focus) / Focus (ex-Silmfast) (D016069) Gazyonn - salte of Gazyonn Media to Spirtink Group (Astra) / Astra * (D013840) Brošleten - marger advisory with Kirch Media (Pil Concordia) / Concord (D014982) Prošleten - Britison Soffers - potential aquisition of Observer Ast Monocle (D002405) Taylor Melson Soffers - potential aquisition of Observer Ast	Acquisition Advisory Acquisition Advisory Fairness Optnion Divestiture Advisory Merge Advisory Cyther M&A Advisory Equity-IPO	\$	2,367	2.010 		16,500 750 7,011 6,500	
Thun-Kohenstein, Christian	Bertelsmann - Project Rock / Rock (D014619) Bertelsmann - project Rolling Stone (ax Empire) / Rolling Stone (ax Em (D015926) Deutsche Telekom - Sele options for 16% stake in SES (D011449) Finitvest - valuations (Focus) / Focus (ex-Silmfast) (D016069)	Acquisition Advisory Acquisition Advisory Divestiture Advisory Falmess Opinion	N.A 0% 0% 25%	ō · · ·	2,010		16,500 6,000 750	, , , ,